



Fiber Completion Task Force Minutes 2022-03-02

Minutes for meeting of the Fiber Broadband Completion Task Force March 2, 2022

Mr. Howell opened the meeting at 6:30

In attendance were Mark Howell (chair), Gail Hire, Gordon Brockway, Mr. Hesel, Scott Hopkinson, and Terri Ackerman (SB Liaison). Also present were Carlin Reed, and Vince Carlson.

Upcoming Meetings

Wednesday March 9th at 6:30.

No meeting is planned the following week to attend enterprise hearing.

Thursday March 24 at 6:30.

Thursday March 31 at 6:30.

Roads Program

Mr. Howell met with Public Works director Alan Cathcart to discuss roads program and fiber expansion.

Mr. Howell plans to meet with LP director to discuss integration with roads resurfacing.

ARPA Funding

ARPA funding is available to fund Covid recovery. The task force discussed ways to estimate the theoretical loss of revenue due to COVID, using a spreadsheet model of payback intervals attributed to incremental installments.

Mr. Hopkinson clarified that a loss of new subscriptions for a two-year period has consequences for several years into the future. There is an area under the curve that could define this.

Mr. Brockway compared the estimation to a net present value calculation. The take rate is an upper limit on the value.

Mr. Hopkinson: The expected level of business in the town is an important consideration.

Preliminary outline of recommendation sections

No changes have happened since the group edited last meeting

Mr. Howell defined the take rate as the percentage of addresses which have access to service who take it.

Subscription rate is monthly

Saturation could cause the take rate to stop rising.

Mr. Hopkinson: installations have not dropped to zero.

Mr. Howell, rate of installations during warm weather, they went to single digits.

Mr. Hesel: Retirement, board, fiber committee. Hadn't heard of concord broadband. Explained. But he has Comcast.

Mr. Hopkinson: Comcast is a one stop shop.

Mr. Howell: When started, there were a lot of concerns with quality of service over cable. Cable service has improved. DOCSIS 3.0, 3.1. Documentation shows that areas with a single provider don't have as good service.

Mr. Hesel: Apple is a closed ecosystem. (Like the way Apple locks you in). What is the cost of increasing the number of available addresses?

Mr. Hopkinson: Survey of people with broadband in front of house who aren't taking the service (3000), pick 200 for a survey or some statistically sound number, ask them if they know what the service provides. Confidence interval. Goal is to estimate the likely available Mr. Howell, how many more customers we can find.

Mr. Howell: this may be a way of estimating the max take rate. Take 2000 residences not being served right now. These are MDUs, Wright Farm, etc. These may be different than the ones that did get served. Take two surveys.

Mr. Brockway: can ask a neighborhood if they will take new service if we install fiber in your street? Prioritize streets with more enthusiasm.

Mr. Hesel: Ask Concord Greene, if we've wired all of the apartments, will you take it?

Mr. Howell: Value of each new subscribers times the number of them. This is a value. Google Fiberhood. Moderately successful.

Mr. Hopkinson: Comcast is offering very high bandwidths.

Mr. Brockway: Concord should offer services that can complement a Comcast subscription:

Mr. Howell: Modems are capable of supporting sophisticated services, like Alexa

Mr. Howell: Suggests survey

Next two meetings

There is a two week and one day period, need work done by end of March. Will be looking for sign-ups next week.

Mr. Hesel: What are the sign ups in last two months? Jason Bulger joined last two meetings. Greg Marcinek no longer works. Jason Bulger is responsible for broad band business. Mr. Howell said Jason was a commitment to track the subscribers and report to light board. Mr. Howell is planning to meet Wendy Roveli (Light board chair), to plan when to meet the light board in April. Mr. Brockway: Light Plant hired a fourth technician.

Public Comment

Mr. Carlson asked about Concord Greene condo board decision about bringing in service. A survey described the service, stated a projected cost of \$100,000. (Really costs \$400,000). Would residents favor installation? 76% said no 24% said yes.

Mr. Carlson said that when Verizon installed fiber in a lot of places.

Mr. Hopkinson: Could they use a vibratory plow?

Mr. Hesel: There isn't a lot of grass for the vibratory plow.

Mr. Howell: There need to be more options on the table, and to be more clear about what they can spend to reach customers. Road program, Stacey Circle is going to be resurfaced, but it may be too late.

Mr. Brockway moved, Mr. Hesel second to adjourn. Unanimous. 8:15